

Create New Proposal

→ Start Here

Resource Center

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SAMPLE PROPOSALS

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SAMPLE PROPOSALS

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PROPOSAL MATERIALS

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PROPOSAL TEMPLATES

124 126

MAIN HELP

Product Sales

> View Sample

Fleet Optimization

> View Sample

120

Proposal Management Center : PROPOSAL STATUS

114

SALES SUMMARY

116

104

Status	Proposal Name	Customer Name	Owner	Units	Potential Revenue
In Process	Fleet Optimization Proposal	Dancing Pixels	REP, MNTSALES1	0	\$0.00
In Process	Fleet Optimization #2	ABC Corporation	MANAGER, MNTSALES	0	\$0.00
In Process	GEM Proposal	The Gallup Organization	MANAGER, MNTSALES	1	\$48,000.00
In Process	Quick 1	ABC Corporation	REP, MNTSALES1	1	\$0.00
In Process	Test Commission Calcs	Blake Handler, Co.	MANAGER, MNTSALES	0	\$0.00
In Process	Test Commission Calcs	Blake Handler, Co.	MANAGER, MNTSALES	1	\$1,295.00
In Process	FO 620	fo 620	MANAGER, MNTSALES	10	\$10,500.00
In Process	Sample	ABC Corporation	MANAGER, MNTSALES	0	\$0.00
In Process	test analyze and compare reports 2	test analyze and compare 2	MANAGER, MNTSALES	0	\$0.00

Fig. 1

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ENCOMPASS ONLINE

124 126

MAIN

HELP

122

Please Select One

206

Proposal Name > Digital Imaging Solution

Please create or select a Customer to assign Location(s) for this proposal.

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Enter New Customer Name

ABC Corporation

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NEXT

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Create New Proposal > Customer/Location

PROPOSAL WORK FLOW

Proposal Name/Type

Customer/Location

Current Product Info

Solution Configuration

Proposal Summary

Generate Proposal

Fig. 2

Fig. 3

Welcome to Toshiba FYI Portal! - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back > Address http://toad.toshiba.com: > Google >
FYI MAIL HOME SUPPORT/ CORPORATE SERVICES
Hello, Mntsales Manager
PROGRAMS BILLING GROUPS
MAIN HELP
124 126

ENCOMPASS ONLINE

Please Select One
122

ABC Corporation > eStudio 550 Printing System
202
Product Details
Please use the following filters to look up your products to enter product details.

Customer Location ABC Corporation 404 406 400
Department 402 Product Type Brand All All SEARCH 408
Total Products for this Location: 1
Total Products for this Proposal: 1

PROPOSAL WORK FLOW
Proposal Name/Type
Customer/Location
Current Product Info
Identify Products
Product Details
Supply Costs
Analyze Costs
Solution Configuration
Proposal Summary
Generate Proposal
CHANGEWORKFLOW
USAGEASSUMPTIONS
OTHERCOSTS

Please enter Product Details for the following products.

Search Results: 1
401 420

#	Product	Usage (Mo.)	Equipment Cost	Service Cost	Delete
1	Konica:5370 412 ProductID 123441 Copier : Segment5(70-89 CPM) Dept: Administration	Usage / % Coverage Mono 60000 / 9% 416 418	Acquisition Type Lease (CPC) 0.00 CPC .045 Min. Monthly Pages 50000 422	Base Pay(\$ Pages Incl. 45000 Overage(\$ Toner Incl. (Yes) Vendor Konica Escalation 5% 424	428

NEXT 210

TOSHIBA
Done
Internet

Fig. 4

Fig. 5

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ABC Corporation> Fleet Optimization#2

PROPOSAL WORKFLOW

Proposal Name/Type

Customer/Location

Current Product Info

Solution Configuration

Configure

Contract/Terms

Product Pricing

Supply Pricing

Quantity

Analyze/Compare

Proposal Summary

Generate Proposal

CHANGE WORKFLOW

USAGE ASSUMPTIONS

OTHER COSTS

Quantity

FLEET OPTIMIZATION

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604

Products to be Replaced (by Type)

Product Type	Quantity Replaced	Total Monthly Usage		Total Mo. TCO
		Mono	Color	
Lazer Printer	2	2,000	0	\$80.09
Copier	1	2,500	0	\$174.00
Total	3	4,500	0	\$254.09

614

Please enter Quantity and Average Monthly Usage to calculate Extended Payment.

606

Plan 1:36 Months FMV Lease

Billing Cycle (Monthly), Lease Factor (0.02778), Toner Included (No), Annual Escalation Charge (No)

616 624 626 628

Configuration / Group Name	Qty*	Avg. Mo. Usage		Costs		Earnings	
		Mono*	Color*	Equipment	TCO	Commission	AIM 4 TOP
eStudio 160 Standalone	1	4500		3599.71	156.00	N/A	0
		Extended	4500	3599.71	156.00	N/A	0
RECALCULATE Total	1	4500	0	\$3599.71	\$156.00	\$0.00	0

618

620

622

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Fig. 6

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MAIN

HELP

ENCOMPASS ONLINE

Please Select One

XYZ Corporation > Konica Replacement

PROPOSAL WORK FLOW

Proposal Name/Type

Customer/Location

Current Product Info

Solution Configuration

Proposal Summary

Executive Summary

Current Scenario

Benefits Summary

Generate Proposal

CHANGE WORKFLOW

USAGE ASSUMPTIONS

OTHER COSTS

702

Executive Summary

Proposal Overview

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Identify Customer Objectives

Improve Efficiency

Improve Color Output Capabilities

Update Technology

Network Products

Save Office Space

Improve Product Functionality

Reduced Document Outsourcing

Multi-Function Capability

Reduce Hardcopy

Share Electronic Documents

Add Customer Objective

710

ADD

706

Prioritize Customer Objectives

Reduce Costs

Simplify Billing

Eliminate Unneeded Products

712

Critical Success Factors

XYZ Corporation has indicated that their specific goals are to reduce costs by a minimum of 10%, reduce document-imaging assets by 20% minimum and to go to a single source for all products and services.

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SAVE

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Fig. 7

Fig. 8

Fig. 8

ENCOMPASS ONLINE

Please Select One

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MAIN

HELP

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ABC Corporation > Fleet Optimization # 2

Generate Proposal

Proposal Valid Through

MM DD YYYY

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ATTACH DOCUMENTS

PROPOSAL WORK FLOW

Proposal Name/Type

Customer/Location

Current Product Info

Solution Configuration

Proposal Summary

Generate Proposal

CHANGE WORKFLOW

USAGE ASSUMPTIONS

OTHER COSTS

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Order	Cover Page (Required)	
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	Proposal Overview	
	Current Cost/Usage	
	Customer Objectives	
	Critical Success Factors	
	Toshiba Benefits	
3	Current Scenario	
	Overview	
	Highlight	
	Cost/Usage by Technology	
	Technology Overview	
	Supplies Overview	
	Fleet Management	
4	Recommended Toshiba Solution	
	Solution Summary	
5	Benefits of Recommended Solution	

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